



## Guiding you through the professional transition from corporate career to a fulfilling encore!

### What is Wise Sherpa?

Wise Sherpa works with experienced, mature professionals supporting them to transition from corporates to fulfilling encore careers.

When you make the decision to leave the corporate world and strike out on your own, we understand it's both exhilarating and anxiety inducing for good reason. It's easy to take the environment and functional resources of a corporate for granted, until it's time to figure out the nuts and bolts of what comes next.

We work with professionals from the start of their journey exploring options through the transition into their encore career. This could include any or a blend of the following – setting up a business, setting up as an independent consultant, creating a portfolio career (incl board work, consulting, volunteering, writing, speaking, investing, interim etc), focusing on pro-bono/volunteering, or retraining.

We can help you sidestep the common pitfalls that sap precious time and energy through our personalised, one to one service leveraging our tried and tested approach. We will work with you to ensure your transition is built on great foundations. After a prolonged period of working inside a large organisation, it can be very daunting to take the first step outside, alone.

Wise Sherpa is the brainchild of Rebecca Hill, a consulting professional who spent 25 years working in major blue-chip organisations, most recently as a global director at EY. Wise Sherpa draws on Rebecca's own experience (as well as that of the broader team) of leaving the corporate world to set up a number of professional services and consulting businesses.

# Wise Sherpa approach

Wise Sherpa has developed a five-step 'Compass' approach to guide you through the process of leaving the corporate world and creating your encore career.



## STEP 1 - Exploring interests, strengths & realities

You will be asked to complete an online questionnaire which forms the basis of the first one-to-one session exploring your motivations, aspirations, fears, interests, strengths and realities (including finances\*).



## STEP 2 - Identify small steps & testing

It can be hard to think one's way into a new way of being. A key part of this transition is for you to identify some steps you can explore and test to see what might work for you. We will work together through a series of sessions to evolve your thinking based on your explorations and move towards a plan for your transition.



## STEP 3 - Planning & execution

This step focuses on clarifying and building a plan for your encore career transition which aligns with your interests, strengths and realities.



## STEP 4 - Establishing systems & processes

We have found assessing your future working practices including location, technology, marketing, sales etc. to be a critical step in the process. It forms the basis for an approach that will set you up for success. Depending on your needs, this can be a lighter touch or more comprehensive part of the programme. Wise Sherpa is also able to make introductions into its extensive small business eco-system to help participants.



## STEP 5 - Leading with resilience

There are ups and downs in the transition to an encore career. We will get you to focus on building and managing your networks, resilience and the subtle art of delegation

# Why work with Wise Sherpa?

There is no doubt that as exciting as the prospect of an encore career can be, it can feel confusing and overwhelming. An experienced guide will save you time and get you to your destination in the best possible shape for the journey ahead. We will be on hand to help you through the inevitable challenges (and fears) as well as opening up an extensive, but hard to navigate eco-system making this transition much less daunting.

The Wise Sherpa service offer is unique supporting experienced, mature professionals as you exit corporate life to your encore careers; ensuring potential for professional growth and challenge. We believe our experience in us having successfully trod this path differentiates us from our competition.

We are often asked by clients whether there are any particular areas of expertise where working with Wise Sherpa is more successful? We are working with professionals from public, private and third sector including legal, finance, human resources, change managements, supply chain, logistics, procurement and IT sectors to name a few on their encore transitions.

Clients often ask when is the best time to work with Wise Sherpa? We usually find it is at the point where you are considering your options for a potential corporate exit (sometimes on notice of redundancy), or you have just left a corporate role. Often clients engage us on a career break when you have created 'space' to think about your future. Others are in a slightly earlier, more exploratory phase, perhaps looking to work on your next step alongside your corporate career before transitioning to your encore career. We are particularly experienced in working with individuals who are interested in building encore careers around **purpose** and **impact**. As we age, the encore career stage can often become a focal point for client's **professional legacy aspirations**, and we are keen to support you to achieve this.

\*Important Notice - Wise

Sherpa is not and does not aim to be a regulated provider of financial services or advice. Whilst questions and issues around financial planning and management inevitably arise in the provision of the broader business consultancy service and toolkit which Wise Sherpa provides, any assistance provided on a financial basis is (a) based on Wise Sherpa's commercial business framework and the general business skillset of the Wise Sherpa team, and is never given from a position of financial expertise, and (b) is generic and non-specialised in nature. As such, Wise Sherpa makes no warranty or representation as to its capabilities to provide any financial advice, and is not able to assume any responsibility or liability for the financial matters of its clients. Clients if they feel it necessary should seek independent professional financial advice from a regulated service provider.



Info@wis sherpa.co.uk



+44 (0) 7860 805528



www.wis sherpa.co.uk

# Wise Sherpa Programme Options

Wise Sherpa has three different levels of programmes – **Compass**, **Navigator** and **Guide** – to cater for varying needs and budgets. Each of the programmes typically lasts twelve to eighteen months where each participant will work with Wise Sherpa as a guide in one-to-one sessions to cover the five steps approach to transitioning to an encore career.

12-18 Months Programme Content	Option 1 Compass	Option 2 Navigator	Option 3 Guide
Assessment	✓	✓	✓
One-to-one sessions covering five step approach	1 x 1 hours a month (max 12 sessions)	2 x 1 hours a month (max 24 sessions)	3 x 1 hours a month (max 36 sessions)
Strengths assessment and debrief	✓	✓	✓
Communication training	–	1 x 1 hours	2 x 1 hours
Regular Community Networking and Sharing events	For Future Development	For Future Development	For Future Development
Cost	<b>£2495 excl VAT</b>	<b>£4895 excl VAT</b>	<b>£7195 excl VAT</b>
Top Up Sessions	Available at additional cost by agreement	Available at additional cost by agreement	Available at additional cost by agreement

## We have three key measures of success for our programme based on you fully committing to and completing it

1. How well supported and informed you felt through your encore career transition
2. How excited and engaged you are with your new encore career
3. How well prepared you feel for your encore career

We are also open to designing bespoke, tailored programmes based on your individual requirements.

## What is a Sherpa?

Some Members of the Sherpa population are known for their skills in mountaineering. Subsequently, Sherpas have become known globally as world-class mountain climbing guides whose purpose is to guide climbers and help carry the load. Sherpas face the same harsh conditions and take risks as the climbers.

\*Depending on location the first session is ideally face-to-face with the remainder held online using virtual meeting technology such as Zoom.

## Who is behind Wise Sherpa



Wise Sherpa is the brainchild of Rebecca Hill, a former 'Big 4' global Director with an extensive background working for major global professional and financial services organisations. Her most recent role was as global director specialising in people-focused business strategy and organisational change. In this role, she developed well-honed intra-preneurial, coaching, mentoring and facilitation skills.

After 25 years in the City, Rebecca is now firmly embedded in the entrepreneurial space having launched several businesses with business partner, James Hasler. They have collaborated with a broad range of Start Ups, Scale-Ups SMEs providing training, mentoring and business strategy consulting services. Rebecca is also a founding mentor for the weinsocialtech accelerator backed by Deutsche Bank as well as a business mentor on the NatWest and NEF programme aimed at developing the entrepreneurs of future scaling businesses.

At the core of her business belief system, Rebecca has a passion for the economic empowerment of women. Whilst at EY, she led their global Women. Fast forward programme. She is also part of the UK delegation to the Women2- (W20) – an official engagement group of the G20 – and works on policy issues related to women and enterprise (including contributing to the government sponsored Rose Review). She is also an impact investor, Non-Exec, frequently writes, blogs and speaks on a range of subjects and is currently co-authoring her first book.

She holds an MSc in Coaching & consulting for Change from Said Business School, Oxford University and HEC, Paris as well as being a Chartered Marketer and has lived and worked in several countries.

## Additional specialist consultants and support

Wise Sherpa has carefully curated an eco-system of associates and experts which is unique in this space. They can advise on specific areas where additional support may be required based on business objectives, experience gaps and needs.\*

## Exploratory Session

If you are interested in exploring whether Wise Sherpa's programmes are right for you, we offer a free exploratory 45 minute virtual conversation. These carry no obligation and provide us with the opportunity to understand and learn more about each other. We can provide more information or just answer your questions (incl about fee structure) or any key elements you would like to address.



\*There may be additional costs depending on the nature and volume of advice required.